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SBA's Monthly News Update

-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office
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SBA Expo to be held April 26-28, 2005 in Washington, DC. Be a part of the U.S. Small Business Administration's Expo '05: Celebrating National Small Business Week. This special event, taking place in Washington, DC, April 26-28, provides an exceptional opportunity to join forces with business leaders from around the country, network and celebrate the tremendous contributions made by America's small businesses to our nation's economy. Come and learn about cutting-edge business practices, find out what's hot in business trends, meet government officials and talk with decision-makers who help shape the economy. CONFERENCE HIGHLIGHTS include: BUSINESS MATCHMAKING, an interactive EXPO FLOOR, EDUCATIONAL BUSINESS SESSIONS, and a TOWN HALL MEETING. For more information go to www.sba.gov/expo/. --- Mick Ringsak, Regional Administrator.



In Your Corner by Jim Henderson, Small Business Advocate

New Report Details Minority Businesses' Expansion, Contraction, Survival Rates, 1997-2001.

Minority-owned businesses expand, contract, and survive at rates that differ from non-minority owned businesses, according to a study released in February by the Office of Advocacy of the U.S. Small Business Administration. The report tracks the success of minority-owned employer establishments that were in operation from 1997 to 2001. "This report provides new insights into the dynamics of minority-owned business establishments," said Chad Moutray, Chief

Economist, for the Office of Advocacy. "These insights are important for policymakers working to expand an ownership society to all segments of our society." The report was released at the Institute for Entrepreneurship, Leadership, and Innovation at the Howard

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University School of Business, in Washington, D.C. The findings of *Dynamics of Minority-Owned Employer Establishments, 1997-2001* include the following:

- During 1997-2001, 27.4 percent of non-minority owned establishments expanded. At the same time, 34 percent of Hispanic-owned establishments expanded, 32.1 percent of Asian and Pacific Islander-owned establishments expanded, 27.8 percent of American Indian and Native Alaskan-owned establishments expanded, and 25.7 percent of Black-owned establishments expanded.
- The four-year survival rate for non-minority owned businesses establishments was 72.6 percent. The survival rates for minority-owned businesses were lower, including Asian and Pacific Islander-owned at 72.1 percent, Hispanic-owned at 68.6 percent, American Indian and Native Alaskan-owned at 67 percent, and Black-owned at 61 percent.
- States with the highest survival rates for minority-owned businesses during 1997-2001 were Delaware for American Indian and Native Alaskan-owned establishments (93.8 percent), Wyoming for Black-owned establishments (93.5 percent), South Carolina for Hispanic-owned establishments (88.6 percent), and New Mexico for Asian and Pacific Islander-owned establishments (84.6 percent). Special tabulations tracking a subset of the 1997 Survey of Minority-Owned Businesses by the Census Bureau, with funding from the Office of Advocacy, provided data for the report. While comprehensive, the dataset only tracks businesses that were in existence in 1997, and it does not include the two million new businesses that started in 1997-2001 period, nor the jobs they created. The complete report, *Dynamics of Minority-Owned Employer Establishments, 1997-2001*, is available on Advocacy's website at www.sba.gov/advo/research/rs251tot.pdf.

District Office Reports: Your SBA Event Planner

Colorado – Marketing Opportunity with the Denver Business Journal. The Denver Business Journal and the SBA are once again teaming up to produce the Eleventh annual SBA Small Business Guide. On May 23rd, a special SBA how-to guide will run in the regular *Denver Business Journal* newspaper. An advertisement in this special insert provides your organization with exposure to over 113,000 business people in the Denver area. This is also an excellent way to show support for both the SBA and the small business community. Small firms are encouraged to place an ad in this insert. Please call Brad Segura at the DBJ at (303) 837-3538 for more information.

Economic Empowerment Breakfast to be held March 17th in Denver. These economic empowerment breakfasts are a great way to learn something new about the federal contracting process.

Network with representatives from large prime contractors, federal agencies, and other small business owners. This event begins at 7:30 am, and will be held at the PPA Event Center in Denver. For more information contact the SBA's Karen Klam at (303) 844-0515.



Montana – SBA launches its ReadyTalk Training conferences for Montana

lenders. In February, the Montana District Office held its inaugural monthly telephone conference call training for SBA participating lenders in Montana. Over 60 lenders logged onto www.readytalk.com and dialed into the conference call to learn more about SBA's LowDoc, SBA Express and 504 Loan Programs. The next topic will feature Phil

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Mahoney from the National Guaranty Purchase Center in Herndon, VA to discuss the loan guaranty purchase process. This session will be held March 15th, beginning at 9:00 a.m. All lenders interested in participating should dial **1-866-740-1260** and enter passcode **3088501**. Then log onto www.readytalk.com and enter the same passcode to follow along with the presentation online. For more information, contact the SBA's John Klamann at (406) 441-1081 x 142.

North Dakota – "Understanding the Profit & Loss Mechanism and Financial Statements" workshop scheduled for March 17th in Beach. The workshop will provide for a fundamental understanding of the profit and loss statement; identify steps in creating a foundation for company enhancement strategies; explain breakeven analysis and guide you on exercising "what if" planning. For more information, please contact Ron Newman of the North Dakota SBDC at (701)483-2470.

South Dakota – "Discovering New Opportunities - Doing Business with the Government" Procurement Fair to be held Wednesday, March 16th at the Best Western Ramkota Hotel in Sioux Falls, from 8:00 am - 3:30 pm. This conference is designed to assist business owners market their businesses to all levels of government. The individual sessions will provide participants with the most effective strategies and tactics to secure and enhance relationships with the federal, state, and local government. A table-top luncheon and small group roundtable discussions will give attendees the opportunity to interact with one another and government representatives. The cost of the conference is \$25 for one business attendee and \$20 for each additional attendee. For more information and to register, contact the SBA's Jan Camp at (605) 330-4243, ext. 30.

Utah – SCORE to host U.S. Congressman Jim Matheson. On Tuesday, March 22nd, the Salt Lake SCORE Chapter has invited Congressman Jim Matheson to speak at their monthly training and lunch meeting at SBA's Utah District office, 125 South State Street, Salt Lake City, Room 2222. The lunch meeting will start promptly at 11:30 am and Congressman Jim Matheson will be first on the agenda. All Utah SCORE members are invited to attend. For more information, contact Georgia Yoshida at 801-524-3217.

Wyoming – "Selling to the Government" workshop to be held in Lander. The Procurement Opportunities for Small Business Conference will be held March 15th from 8:30 am until 4:30 pm at the Inn at Lander Best Western, 260 Grand View Dr., Lander, WY (307) 332-2247. Meet one-on-one with contracting officers; increase your knowledge about the government contracting process; get a chance to market your business to the U.S. Government and Prime Contractors; meet professionals, contractors and small businesses in one place. For more information please contact SBA's Jeff Sneddon at (307) 261-6515.

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or christopher.chavez@sba.gov
SBA's Website can be found at www.sba.gov